

(Government Code Section 86104)

SEE INSTRUCTIONS ON REVERSE

NAME OF LOBBYING FIRM:

NORWOOD & ASSOCIATES

BUSINESS ADDRESS: (Number and Street)

(City)

(State)

(Zip Code)

SACRAMENTO

CA

95814

MAILING ADDRESS: (If different than above.)

- * List the full name of each partner, owner, officer or employee of your lobbying firm who is a lobbyist. Attach a Form 604 for each lobbyist.
- * Do not list any individual who is separately registered as a lobbying firm or who is employed by a lobbying firm with which you subcontract.
- * If your firm does not have a partner, owner, officer, or employee who qualifies as a lobbyist, state "not applicable."

Please see attached pages

- * Use Section A to report each client with whom your firm has a direct contract to provide lobbying services.
- * Use Section B to report lobbying firms with which your firm subcontracts to provide lobbying services and the clients on whose behalf your firm will lobby.
- * Attach a Form 602 for each person identified in Section A or B.

Please see attached pages

Lobbying Firm Registration Statement

Type or Print in ink

CALIFORNIA
FORM

601

FAIR POLITICAL PRACTICES COMM.

NAME OF LOBBYING FIRM:
NORWOOD & ASSOCIATES

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III Statement of Responsible Officer

I am a partner, owner, or officer of the lobbying firm of NORWOOD & ASSOCIATES.

I am the person responsible for filing statements and reports and keeping records required by Chapter 6 of the Political Reform Act (Government Code Sections 81000-91015). I have read and understand the prohibitions contained in Sections 86203 and 86205.

86203. It shall be unlawful for a lobbyist or a lobbying firm to make gifts to one person aggregating more than ten dollars (\$10) in a calendar month, or to act as an agent or intermediary in the making of any gift, or to arrange for the making of any gift by any other person.

"Gift" as used in Section 86203 means a gift made directly or indirectly to any state candidate, elected state officer, or legislative official, or to an agency official of any agency required to be listed on the Registration Statement of the lobbying firm or the lobbyist employer of the lobbyist.

86205. No lobbyist or lobbying firm shall:

(a) Do anything with the purpose of placing any elected state officer, legislative official, agency official, or state candidate under personal obligation to the lobbyist, the lobbying firm, or the lobbyist's or the firm's employer.

(b) Deceive or attempt to deceive any elected state officer, legislative official, agency official, or state candidate with regard to any material fact pertinent to any pending or proposed legislative or administrative action.

(c) Cause or influence the introduction of any bill or amendment thereto for the purpose of thereafter being employed to secure its passage or defeat.

(d) Attempt to create a fictitious appearance of public favor or disfavor of any proposed legislative or administrative action or to cause any communication to be sent to any elected state officer, legislative official, agency official, or state candidate in the name of any fictitious person or in the name of any real person, except with the consent of such real person.

(e) Represent falsely, either directly or indirectly, that the lobbyist or the lobbying firm can control the official action of any elected state officer, legislative official, or agency official.

(f) Accept or agree to accept any payment in any way contingent upon the defeat, enactment, or outcome of any proposed legislative or administrative action.

VERIFICATION

I have used all reasonable diligence in preparing this Statement. I have reviewed this Statement and to the best of my knowledge the information contained herein is true and complete.

I certify under penalty of perjury under the laws of the State of California that the foregoing is true and correct.

Executed On 03/01/2010
DATE

By JOHN A. NORWOOD
SIGNATURE OF RESPONSIBLE OFFICER

Name of Responsible Officer JOHN A. NORWOOD
TYPE OR PRINT

Title OWNER/COUNSELOR AT LAW

**Lobbying Firm
Registration Statement**
(Government Code Section 86104)

CALIFORNIA
FORM **601**
FAIR POLITICAL PRACTICES COMM.
For Official Use Only

Type or Print in ink

SEE INSTRUCTIONS ON REVERSE

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I Individual Lobbyists

- * List the full name of each partner, owner, officer or employee of your lobbying firm who is a lobbyist. Attach a Form 604 for each lobbyist.
- * Do not list any individual who is separately registered as a lobbying firm or who is employed by a lobbying firm with which you subcontract.
- * If your firm does not have a partner, owner, officer, or employee who qualifies as a lobbyist, state "not applicable."

ERIN K. NORWOOD

JOHN A. NORWOOD

Lobbying Firm Registration Statement

Type or Print in ink

CALIFORNIA
FORM **601**
FAIR POLITICAL PRACTICES COMM.

NAME OF LOBBYING FIRM:

NORWOOD & ASSOCIATES

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II Lobbyist Employers

SECTION A -- (Continued)

Employer's Name, Address and Telephone Number ADP TOTALSOURCE MIAMI FL 33173 Agencies to be Lobbied GOVERNOR'S OFFICE, LEGISLATURE, DEPT. OF INSURANCE, WORKERS' COMPENSATION INSURANCE RATING BUREAU, EMPLOYMENT DEVELOPMENT DEPT., DEPT. OF INDUSTRIAL RELATIONS, CA LABOR & WORKFORCE DEVELOPMENT AGENCY	Effective Date 01/01/2009	Period of Contract INDEFINITE
Employer's Name, Address and Telephone Number CALIFORNIA ASSOCIATION OF SMALL EMPLOYER HEALTH PLANS LOS ANGELES CA 90040 Agencies to be Lobbied GOVERNOR'S OFFICE, LEGISLATURE, DEPT. OF INSURANCE, BUSINESS & - TRANSPORTATION AGENCY, HEALTH & WELFARE AGENCY, DEPT. OF FINANCE, OFFICE OF ADMINISTRATIVE LAW	Effective Date 01/01/2009	Period of Contract INDEFINITE
Employer's Name, Address and Telephone Number CALIFORNIA CATHOLIC CONFERENCE, INC. SACRAMENTO CA 95814 Agencies to be Lobbied LEGISLATURE, GOVERNOR'S OFFICE, ATTORNEY GENERAL'S OFFICE	Effective Date 02/16/2010	Period of Contract INDEFINITE
Employer's Name, Address and Telephone Number CALIFORNIA INSURANCE WHOLESALERS ASSOCIATION FOLSOM CA 95630 Agencies to be Lobbied GOVERNOR'S OFFICE, LEGISLATURE, DEPT. OF INSURANCE	Effective Date 01/01/2009	Period of Contract INDEFINITE
Employer's Name, Address and Telephone Number CALIFORNIA LIFE & HEALTH INSURANCE GUARANTEE ASSOCIATION LOS ANGELES CA 90025 Agencies to be Lobbied LEGISLATURE, GOVERNOR'S OFFICE, DEPT. OF INSURANCE, DEPT. OF CONSUMER AFFAIRS, BUSINESS, TRANSPORTATION & HOUSING AGENCY.	Effective Date 03/01/2010	Period of Contract INDEFINITE
Employer's Name, Address and Telephone Number CALIFORNIA SPA AND POOL INDUSTRY EDUCATION COUNCIL SACRAMENTO CA 95814 Agencies to be Lobbied SEE ATTACHMENT A	Effective Date 01/01/2009	Period of Contract INDEFINITE

Lobbying Firm Registration Statement

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CALIFORNIA
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FAIR POLITICAL PRACTICES COMM.

NAME OF LOBBYING FIRM: NORWOOD & ASSOCIATES	5/8
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II Lobbyist Employers

SECTION A -- (Continued)

Employer's Name, Address and Telephone Number CAL-TEX PROTECTIVE COATINGS,INC. SCHERTZ TX 78154-3211	Effective Date 03/15/2010	Period of Contract INDEFINITE
Agencies to be Lobbied LEGISLATURE,GOVERNOR'S OFFICE,DEPT. OF INSURANCE,DEPT. OF C - ONSUMER AFFAIRS,BUSINESS,TRANSPORTATION & HOUSING AGENCY, - ATTORNEY GENERAL'S OFFICE.	Description of Employer's Lobbying Interests AUTOMOTIVE AFTER-MARKET PRODUC - TS AND SERVICES.	
Employer's Name, Address and Telephone Number CHURCHILL DOWNS TECHNOLOGY INITIATIVES COMPANY MOUNTAIN VIEW CA 94040	Effective Date 08/01/2009	Period of Contract INDEFINITE
Agencies to be Lobbied LEGISLATURE,GOVERNOR'S OFFICE,ATTORNEY GENERAL	Description of Employer's Lobbying Interests ENTERTAINMENT	
Employer's Name, Address and Telephone Number COMCAST CORPORATION SACRAMENTO CA 95834	Effective Date 01/01/2009	Period of Contract INDEFINITE
Agencies to be Lobbied LEGISLATURE,GOVERNOR'S OFFICE,PUBLIC UTILITIES COMMISSION	Description of Employer's Lobbying Interests CABLE & TELECOMMUNICATIONS	
Employer's Name, Address and Telephone Number COMPLINE,LLC AND ITS AFFILIATED ENTITIES,INCLUDING PROVIDENCE PUBLICATIONS,LLC GRANITE BAY CA 95746	Effective Date 01/01/2009	Period of Contract INDEFINITE
Agencies to be Lobbied LEGISLATURE,GOVERNOR'S OFFICE,DEPT. OF INSURANCE	Description of Employer's Lobbying Interests ON-LINE DATABASE PUBLISHER AND N - EWS PUBLISHER	
Employer's Name, Address and Telephone Number COVENTRY FIRST,LLC FORT WASHINGTON PA 19034	Effective Date 01/01/2009	Period of Contract INDEFINITE
Agencies to be Lobbied LEGISLATURE,GOVERNOR'S OFFICE,ATTORNEY GENERAL'S OFFICE,DE - PT. OF CORPORATIONS,DEPT. OF INSURANCE,BUSINESS,TRANSPORTAT - ION & HOUSING AGENCY,STATE & CONSUMER AFFAIRS AGENCY	Description of Employer's Lobbying Interests LIFE INSURANCE SECONDARY MARKETS	
Employer's Name, Address and Telephone Number CRM USA HOLDINGS AND AFFILIATED ENTITIES POUGHKEEPSIE NY 12601	Effective Date 01/01/2009	Period of Contract INDEFINITE
Agencies to be Lobbied GOVERNOR'S OFFICE,LEGISLATURE,DEPT. OF INDUSTRIAL RELATIONS, - LABOR & WORKFORCE AGENCY,OFFICE OF SELF INSURANCE	Description of Employer's Lobbying Interests GROUP SELF-FUNDED WORKERS' COMP - ENSATION PLANS	

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NAME OF LOBBYING FIRM: NORWOOD & ASSOCIATES	6/8
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II Lobbyist Employers

SECTION A -- (Continued)

Employer's Name, Address and Telephone Number FIRST AMERICAN CORPORATION AND AFFILIATED ENTITIES SANTA ANA CA 92707	Effective Date 01/01/2009	Period of Contract INDEFINITE
Agencies to be Lobbied LEGISLATURE,GOVERNOR'S OFFICE,DEPT. OF INSURANCE,DEPT. OF REAL ESTATE,CONSUMER AFFAIRS,BUSINESS,TRANSPORTATION & HOUSING AGENCY,STATE & CONSUMER AFFAIRS AGENCY	Description of Employer's Lobbying Interests REAL ESTATE FINANCIAL AND INFORMATIONAL ISSUES	
Employer's Name, Address and Telephone Number INSURANCE BROKERS & AGENTS OF THE WEST,INC. (IBA WEST,INC) PLEASANTON CA 94566	Effective Date 01/01/2009	Period of Contract INDEFINITE
Agencies to be Lobbied GOVERNOR'S OFFICE,LEGISLATURE,DEPT. OF INSURANCE,BUSINESS TRANSPORTATION & HOUSING AGENCY,DEPT. OF INDUSTRIAL RELATIONS,LABOR & WORKFORCE AGENCY,EMPLOYMENT DEVELOPMENT DEPT.,WCIRB	Description of Employer's Lobbying Interests ISSUES RELATIVE TO CALIFORNIA INDEPENDENT INSURANCE AGENTS AND BROKERS	
Employer's Name, Address and Telephone Number INSURANCE SERVICES OFFICE,INC. JERSEY CITY NJ 07310-1686	Effective Date 01/01/2009	Period of Contract INDEFINITE
Agencies to be Lobbied GOVERNOR'S OFFICE,LEGISLATURE,DEPT. OF INSURANCE	Description of Employer's Lobbying Interests INFORMATION SERVICES RELATIVE TO INSURERS	
Employer's Name, Address and Telephone Number INTERNATIONAL FRANCHISE ASSOCIATION WASHINGTON DC 20005-4709	Effective Date 01/01/2009	Period of Contract INDEFINITE
Agencies to be Lobbied GOVERNOR'S OFFICE,LEGISLATURE,DEPT. OF CORPORATIONS,BUSINESS TRANSPORTATION & HOUSING AGENCY,DEPT. OF CONSUMER AFFAIRS	Description of Employer's Lobbying Interests ISSUES AFFECTING THE FRANCHISE RELATIONSHIP	
Employer's Name, Address and Telephone Number LIBERTY MUTUAL INSURANCE GROUP & AFFILIATED ENTITIES BOSTON MA 02117	Effective Date 01/01/2009	Period of Contract INDEFINITE
Agencies to be Lobbied LEGISLATURE,GOVERNOR'S OFFICE,DEPT. OF INSURANCE,DEPT. OF INDUSTRIAL RELATIONS	Description of Employer's Lobbying Interests ISSUES RELATIVE COMMERCIAL INSURANCE,WORKERS' COMPENSATION INSURANCE,RATE FILINGS	
Employer's Name, Address and Telephone Number MORTGAGE INSURANCE COMPANIES OF AMERICA WASHINGTON,DC 20005	Effective Date 05/01/2009	Period of Contract INDEFINITE
Agencies to be Lobbied LEGISLATURE,GOVERNOR'S OFFICE,DEPT. OF INSURANCE,DEPT. OF CONSUMER AFFAIRS,DEPT. OF REAL ESTATE,DEPT. OF HOUSING,BUSINESS,HOUSING & TRANSPORTATION AGENCY	Description of Employer's Lobbying Interests MORTGAGE INSURANCE	

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NAME OF LOBBYING FIRM:

NORWOOD & ASSOCIATES

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II Lobbyist Employers

SECTION A -- (Continued)

Employer's Name, Address and Telephone Number PACIFIC LIFE INSURANCE COMPANY NEWPORT BEACH CA 92660-6397	Effective Date 01/01/2009	Period of Contract INDEFINITE
Agencies to be Lobbied LEGISLATURE,GOVERNOR'S OFFICE,DEPT. OF INSURANCE,TREASURER'S OFFICE,BOARD OF EQUALIZATION,FRANCHISE TAX BOARD,BUSINESS,TRANSPORTATION & HOUSING AGENCY,S - TATE & CONSUMER AFFAIRS AGENCY	Description of Employer's Lobbying Interests ISSUES RELATIVE TO LIFE AND HEALTH - INSURANCE	
Employer's Name, Address and Telephone Number SURPLUS LINE ASSOCIATION OF CALIFORNIA,THE SAN FRANCISCO CA 94111	Effective Date 01/01/2009	Period of Contract INDEFINITE
Agencies to be Lobbied LEGISLATURE,GOVERNOR'S OFFICE,DEPT. OF INSURANCE	Description of Employer's Lobbying Interests ISSUES RELATIVE TO SURPLUS LINE BR - OKERS	
Employer's Name, Address and Telephone Number VETERINARY PET INSURANCE COMPANY BREA CA 92821	Effective Date 03/15/2010	Period of Contract INDEFINITE
Agencies to be Lobbied LEGISLATURE,GOVERNOR'S OFFICE,DEPT. OF INSURANCE,DEPT. OF C - ONSUMER AFFAIRS - BUSINESS,TRANSPORTATION & HOUSING AGENCY - ,ATTORNEY GENERAL'S OFFICE	Description of Employer's Lobbying Interests PROVIDER OF PET MEDICAL INSURANCE COVERAGE.	
Employer's Name, Address and Telephone Number ZENITH INSURANCE COMPANY WOODLAND HILLS CA 91367	Effective Date 01/01/2009	Period of Contract INDEFINITE
Agencies to be Lobbied LEGISLATURE,GOVERNOR'S OFFICE,DEPT. OF INSURANCE	Description of Employer's Lobbying Interests INSURANCE	

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FAIR POLITICAL PRACTICES COMM.

NAME OF LOBBYING FIRM:

NORWOOD & ASSOCIATES

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II Lobbyist Employers

SECTION B -- Subcontracted Clients

Name, Address and Telephone Number of Subcontracting Lobbying Firm:

PUBLIC POL

SACRAMENTO CA 95814

Effective Date of Contract

01/01/2009

Period of Contract

INDEFINITE

Name, Address and Telephone Number of Client on Whose Behalf Your Firm will Lobby:

CALIFORNIA INSURANCE GUARANTEE ASSOCIATION

GLENDAL CA 91209-9066

Agencies to be Lobbied

LEGISLATURE, GOVERNOR'S OFFICE, DEPT. OF INSURANCE

Description of Client's Lobbying Interests

ISSUES RELATIVE TO CALIFORNIA INSURANCE GUARANTEE ASSOCIATION.